



WORLD TRADE CENTER®
HARRISBURG
SERVING CENTRAL PENNSYLVANIA

Export Finance Programs & Tools

Monday, November 14, 2016 | 9:00AM - 1:30PM | DoubleTree by Hilton, Reading, PA

YOU WILL LEARN HOW TO:

- Increase your bottom line by selling into new markets and to larger buyers with confidence
- Use risk mitigation tools from your bank, like export letters of credit, documentary collections, and foreign exchange
- Offer competitive financing rates to your customers to help close the sale
- Utilize low-cost export credit insurance to protect against buyer non-payment, insure foreign receivables, minimize risk, and offer extended credit terms to your buyers
- Obtain working capital loans with U.S. government backing to provide capital for inventory, hiring, and performance bonds to support export sales orders and free up needed capital

WHO SHOULD ATTEND?:

- CEOs / CFOs
- International marketing managers

WHY SHOULD I ATTEND?:

- To connect with the attending speakers, finance lenders, and other experts.
- To get the answers to your specific export finance questions!

SPEAKERS INCLUDE:

FULTON INTERNATIONAL GROUP

Matt Blyth,
Vice President



Fulton International Group provides customized risk management consulting and banking services for local corporations involved in importing and exporting.

SECURITAS GLOBAL RISK SOLUTIONS

Kirk Elken,
Partner



Securitas is a specialty insurance broker focused on developing solutions to mitigate credit risk, which helps clients achieve financial goals and protect their businesses from unexpected credit losses.

EXPORT IMPORT (EXIM) BANK

Aérek Stephens,
Export Finance Manager



The EXIM Bank is an independent federal agency that fills gaps in private export finance in order to bolster U.S. job growth at no cost to American taxpayers. EXIM provides trade financing solutions to empower exporters of U.S. goods and services.

SMALL BUSINESS ADMINISTRATION

Bob Elsas,
Regional Manager, Export Solutions



SBA has an array of trade finance services specifically designed to help small and medium-sized enterprises expand or develop export markets, including military goods and a no U.S. content rule.

REGISTRATION:

\$45 WTC Members | \$60 Non-Members

Includes light breakfast, full lunch & refreshments.

www.register.wtccentralpa.org

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